What's Changing in the Rights Market—Here & Overseas
Half Price Books: Populist Bookselling • Onward with Feminist Press
Bertelsmann's Manufacturing Entrepreneurs • New Look at J. Edgar Hoover

Publishers Weekly®

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The author of *Blue Highways* leaves the road to walk the land itself...

and finds an unexpected America.

PrairyErth

William Least Heat-Moon

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by the author of *Blue Highways*

Houghton Mifflin

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HIGHLIGHTS

Trends Seminar Sees Turbulence

A one-day seminar sponsored jointly by the Book Industry Study Group and *PW* heard from a number of industry leaders of a confused publishing present, and a future difficult to clarify—but with some gleams of economic hope. *Page 16*

Bomb Attack on Gay Bookstore

A bomb shattered the front window of a newly opened gay and lesbian bookstore in Lancaster, Pa., apparently as a gesture against a gay rights ordinance passed by the city council. No one was hurt, but gay booksellers were alarmed by the incident, the first of its kind. *Page 14*

Motovun Meet Survives Yugo. Unrest

The Motovun Group of international co-publishers had their usual midsummer meeting at a hilltop village in Croatia despite the rumblings of potential civil war around them. *Page 14*

Congress Looking at Copyright Renewal

Congress is considering automatic copyright renewal for some works published between 1963 and 1977, and due for renewal in the next few years, whose owners may have failed to apply for renewal under the 1976 Copyright Act revision. *Page 15*

HM's Darehshori: A Global Vision

The new CEO of Houghton Mifflin, Nader Darehshori, thinks in terms of multicultural textbooks and world markets. A profile and interview are on *page 19*

Fein is New 'NYT' Publishing Reporter

Esther Fein, a young *New York Times* reporter currently in the Moscow bureau, will cover the book-publishing beat for the paper beginning in September, replacing Roger Cohen. *Page 18*

Macmillan U.K. Fights 'Grove' Pirates

Macmillan U.K. has taken action against Chinese pirates of its $2300 *New Grove Dictionary of Music and Musicians* after finding copies smuggled into Australia by a Chinese student. *Page 20*

New Directions in Rights Sales

The near-universal application of hard-soft deals, new movie interest, a decline in first serial sales, and new foreign markets are current trends in sales of rights. They are outlined, along with a sidebar on selling foreign rights, in an article beginning on *page 23*. Changes in the market for children's rights are described in Children's Book Scene, *page 29*.

Half-Price Books: Still Expanding

The chain, launched in Dallas nearly 20 years ago, now has 40 branches in Texas and the Midwest and plans further expansion; but it's still run on the socially conscious principles of retiring founder Ken Gjemre. See Bookselling, *page 38*.

Bertelsmann's Manufacturing Strategy

The U.S. manufacturing arm of the giant German group has been acquiring small, technologically sophisticated and specialized companies as part of its new approach to printing on demand. See the story in Book Design & Manufacturing, *page 41*.

AAP Sales Report for May

Category	% change, May*	% change, YTD
Adult hardcover	36.8	9.8
Adult paperback	-7.7	4.4
Juvenile hardcover	-7.0	-2.5
Juvenile paperback	6.5	7.5
Univ. pr. hardcover	7.3	1.1
Univ. pr. paperback	-9.2	12.8
Bibles, etc.	14.0	36.7
Mass market paperback	5.4	9.3
Book club	10.0	8.9
Mail order	19.8	3.1
Sci-tech	14.1	-3.3
College texts	-2.9	-9.7
School texts	9.4	1.3

**Percent changes measured against same time periods, 1990.*

***Sales figures for May**, as reported by the AAP, were an oddly mixed lot, with hardcover books staging a strong recovery and most other categories, except for Bibles, limping along. Children's hardcovers continued a slide begun earlier, and adult trade paperbacks were flat.*

POSITIONS OPEN

Artec Distributing, Inc., a recognized leader in Home Entertainment Software Distribution, is seeking to expand operations into the Book market. Artec currently distributes product in over 20 states in the Northeast, Southeast, and Mid-Atlantic region, and has strong contacts with Food, Drug, Mass Merchant and Toy accounts in this region. Artec is seeking experienced professionals with an entrepreneurial motivation to develop this new business opportunity. We are looking for:

Merchandise Manager

Responsibilities include development and inventory management of product category, negotiating programs with publishers, and fill, turn and gross margin accountability. The successful candidate should possess 3 to 5 years' Merchandise experience in the Book market, excellent industry contacts, strong organizational and interpersonal skills, and proven performance of successful business development.

Sales Manager

Responsibilities include sales planning, development of core account base, and sales and gross margin accountability. The successful candidate should have 3 to 5 years' sales and sales management responsibility in the Book market, excellent industry and retail contacts, organizational and leadership skills, and proven performance of successful business development.

Our location, on beautiful Lake Champlain, offers year-round living to suit any lifestyle. A thirty-minute drive to the best skiing in the Northeast. The close proximity to Burlington International Airport offers easy access to Boston and New York City. Artec offers an excellent compensation and benefits package (including relocation assistance). Please send your resume to **Joe Snee, Manager of Human Resources, Artec Distributing, Inc., 1 Pine Haven Shore Road, Shelburne, VT 05482.** An Equal Opportunity Employer.

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